

00540035 033100
00TE00 5004560

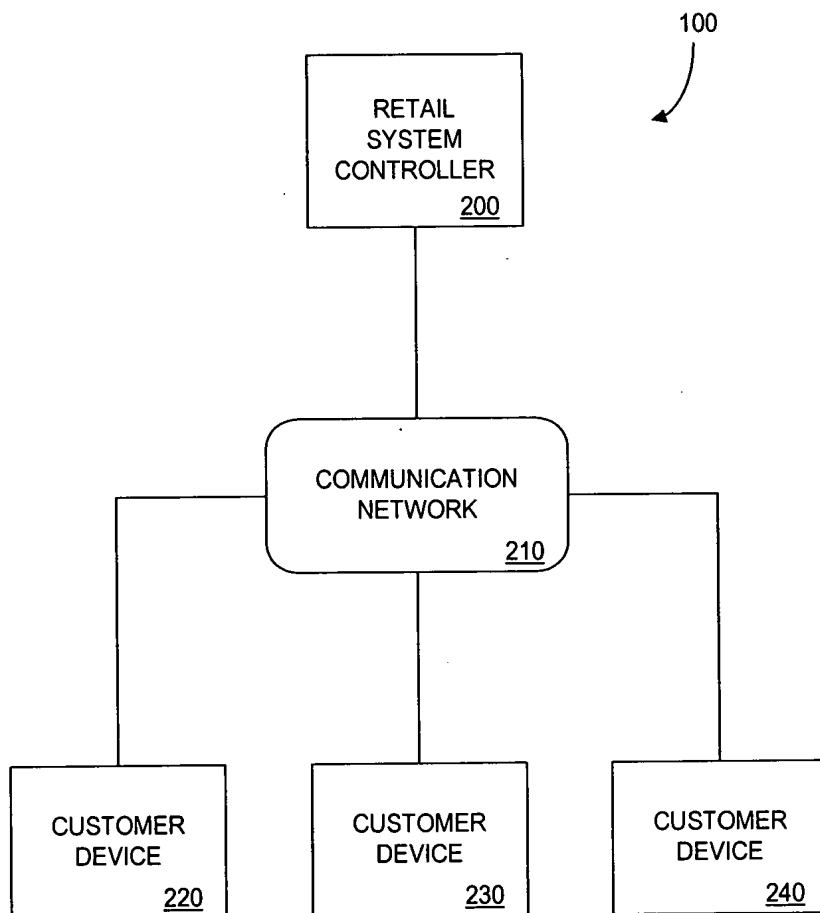


FIG. 1

200

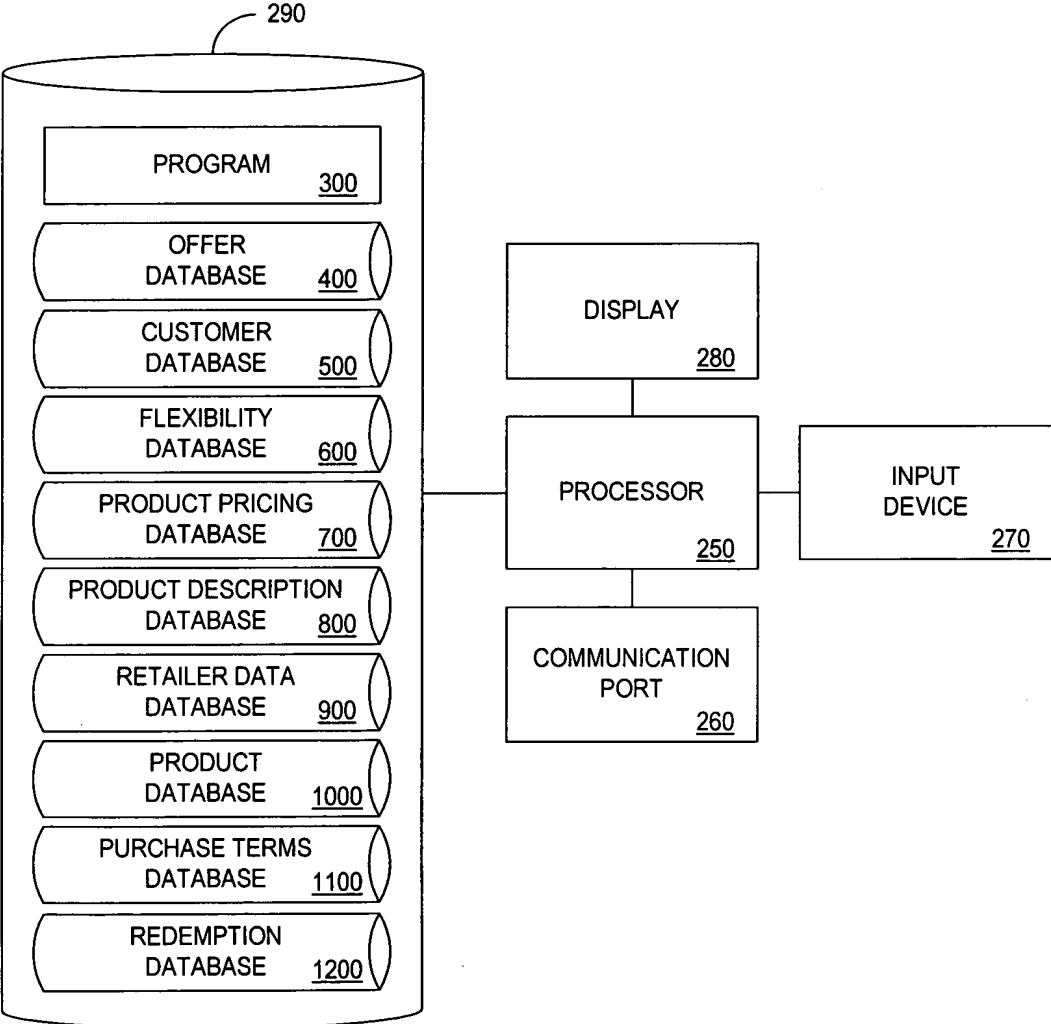


FIG. 2

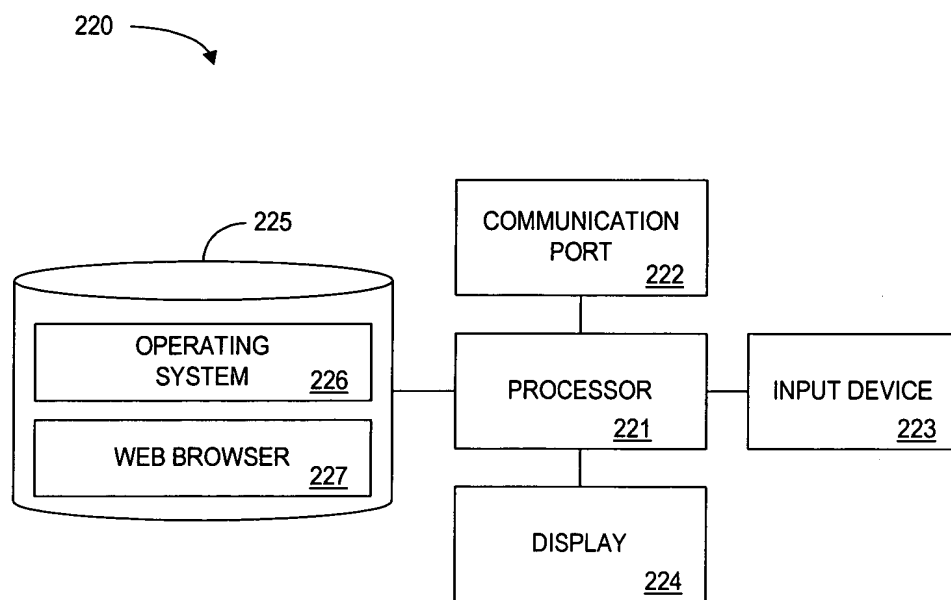


FIG. 3

400

OFFER IDENTIFIER 402	CUSTOMER IDENTIFIER 404	MANUFACTURERS 406	FEATURES 408	PICKUP LOCATIONS 410	PRODUCT STATES 412	OFFER STATUS 414
T-101555	C-4321333	SONY, MAGNAVOX, OR TOSHIBA	PIP	STAMFORD OR HARTFORD	NEW	PENDING SYSTEM
T-333010	C-9876555	SONY	30" SCREEN, AND PIP	NEW YORK	NEW OR FLOOR MODEL	ACCEPTED BY CUSTOMER
T-654321	C-1234567	MAGNAVOX	PIP	TEANECK	NEW	REDEEMED
T-999876	C-8777665	ANY	UNIVERSAL REMOTE, AND V-CHIP	BOSTON	NEW OR USED	DENIED BY CUSTOMER
T-753642	C-6123234	TOSHIBA	UNIVERSAL REMOTE, AND V-CHIP	PROVIDENCE	NEW	PENDING CUSTOMER

FIG. 4A

400

OFFER IDENTIFIER 402	CUSTOMER IDENTIFIER 404	OFFERED PRICE 416	OFFER STATUS 414
T-101556	C-3334321	\$200	PENDING CUSTOMER
T-100333	C-6789555	\$150	ACCEPTED BY CUSTOMER
T-654123	C-7654321	\$10 LESS THAN RETAIL	REDEEMED
T-876999	C-5888777	20% OFF RETAIL	DENIED BY CUSTOMER
T-642753	C-8234123	\$400 to \$425	PENDING SYSTEM

FIG. 4B

500
→

CUSTOMER IDENTIFIER 502	CUSTOMER NAME 504	CUSTOMER CONTACT INFORMATION 506	PAYMENT IDENTIFIER 508
C-4321333	JANE DOE	170 CENTER ST. NOWHERE, CA 90210	CC-4444-3333- 2222-1111
C-1234222	CLIFFORD BROWNIE	CBROWNIE@ ADDRESS.COM	CC-5555-4444- 3333-2222
C-6789555	MILES DAVIE	(555) 222-1221	CC-6666-5555- 4444-3333
C-1234567	ELIE PAUL	1 SMART WAY NY, NY 10023	PAID
C-5888777	STINGFORD FALL	2 CEDAR LANE STAMFORD, CT 06900	CC-7777-6666- 5555-4444

FIG. 5

054035 1034100
NOTED SE00450

600

PRODUCT CATEGORY: STANDARD TV	
CONDITION 610	FLEXIBILITY POINTS 620
MANUFACTURER	+10 EACH
FEATURE	-5 EACH
PICKUP LOCATION	+10 EACH
PRODUCT STATE	+15 EACH

FIG. 6A

600

PRODUCT CATEGORY: STANDARD TV		
CONDITION VALUE 630	FLEXIBILITY POINTS 640	WEIGHTING FACTOR 650
SONY	+10	5
MAGNAVOX	+10	0.5
TOSHIBA	+10	1
STEREO SOUND	-5	4
V-CHIP	-5	1
PIP	-5	3
STAMFORD	+10	2
HARTFORD	+10	3
NEW	+15	1
FLOOR MODEL	+15	4

FIG. 6B

0954035 033100

09540035 10391700
00T6E0 5E004560

700

PRODUCT CATEGORY: STANDARD TV	
FLEXIBILITY SCORE <u>710</u>	SALE PRICE <u>720</u>
61-80	\$150
41-60	\$200
21-40	\$250
0-20	\$300
-15-0	\$400

FIG. 7A

09540035 033400

700

PRODUCT CATEGORY: STANDARD TV	
FLEXIBILITY SCORE 710	% DISCOUNT 730
61-80	30%
41-60	25%
21-40	20%
0-20	15%
-15-0	10%

FIG. 7B

054035 03100

700

FLEXIBILITY SCORE <u>710</u>	SALE PRICE FOR PRODUCT P-100 <u>740</u>
61-80	\$150
41-60	\$200
21-40	\$250
0-20	\$300
-15-0	\$350

FIG. 7C

700

PRODUCT CATEGORY: STANDARD TV		
CONDITION 750	REQUIREMENT 760	% DISCOUNT 770
MANUFACTURER	1 VALUE	0%
	2 VALUES	5%
	3 VALUES	10%
FEATURE	1 VALUE	10%
	2 VALUES	5%
	3 OR MORE VALUES	0%
PICKUP LOCATION	1 VALUE	0%
	MORE THAN 1 VALUE	5%
STATE OF PRODUCT	1 VALUE	0%
	MORE THAN 1 VALUE	5%

FIG. 7D

09540035 1033100
001220 55004550

800

PRODUCT CATEGORY: STANDARD TV	
% DISCOUNT 810	DESCRIPTION BROADENING RULES 820
0-10%	1 MANUFACTURER 3 GUARANTEED FEATURES 1 PICKUP LOCATION
11-20%	2 MANUFACTURERS 2 GUARANTEED FEATURES 2 PICKUP LOCATION
21-30%	3 MANUFACTURERS 1 GUARANTEED FEATURE 2 PICKUP LOCATIONS
30% OR MORE	5 MANUFACTURERS 1 GUARANTEED FEATURE 5 PICKUP LOCATIONS 2 STATES OF PRODUCT

FIG. 8

OFFER \$500+\$50

900

PRODUCT CATEGORY: STANDARD TV			
MANUFACTURER 902	CURRENT INVENTORY 904	FORECASTED CURRENT INVENTORY 906	CURRENT / FORECASTED 908
SONY	50 UNITS	10 UNITS	5.0
MAGNAVOX	20 UNITS	40 UNITS	0.5
TOSHIBA	20 UNITS	20 UNITS	1.0

FIG. 9A

900

PRODUCT IDENTIFIER 910	CURRENT SALES 904	FORECASTED CURRENT SALES 906	CURRENT / FORECASTED 908
P-1000	14 UNITS	16 UNITS	0.875
P-1002	25 UNITS	20 UNITS	1.25

FIG. 9B

COPYED" SE004560

1000

PRODUCT CATEGORY: STANDARD TV						
PRODUCT IDENTIFIER 1002	MANU-FACTURER 1004	FEATURES 1006	PICKUP LOCATIONS 1008	PRODUCT STATES 1010	MINIMUM ACCEPTABLE PRICE 1012	RETAIL PRICE 1014
P-1000	MAGNAVOX	PIP	STAMFORD, TEANECK	NEW	\$150	\$266
P-1001	SONY	29", PIP, V-CHIP, 181 CHANNEL	MILTON, PROVIDENCE	NEW	\$450	\$300
P-1002	TOSHIBA	PIP	HARTFORD	NEW, REFURBISHED	\$200	\$350

FIG. 10

NOTED REVERSED

1100

PURCHASE TERMS IDENTIFIER 1102	OFFER IDENTIFIER 1104	GENERATED PURCHASE TERMS 1106
PT-777333	T-101555	\$200
PT-555121	T-555101	SONY 31"
PT-333555	T-654321	\$250

FIG. 11

1200

REDEMPTION IDENTIFIER <u>1202</u>	PURCHASE TERMS IDENTIFIER <u>1204</u>	PRODUCT IDENTIFIER <u>1206</u>	REDEMPTION STATUS <u>1210</u>	REDEMPTION INFORMATION <u>1208</u>
R-333444	PT-777333	---	AWAITING PAYMENT	PICKUP IN 3 MONTHS AT STAMFORD
R-401201	PT-333555	P-1000	PENDING CUSTOMER PICKUP	PICKUP NOW ANY LOCATION

FIG. 12

054003-03210

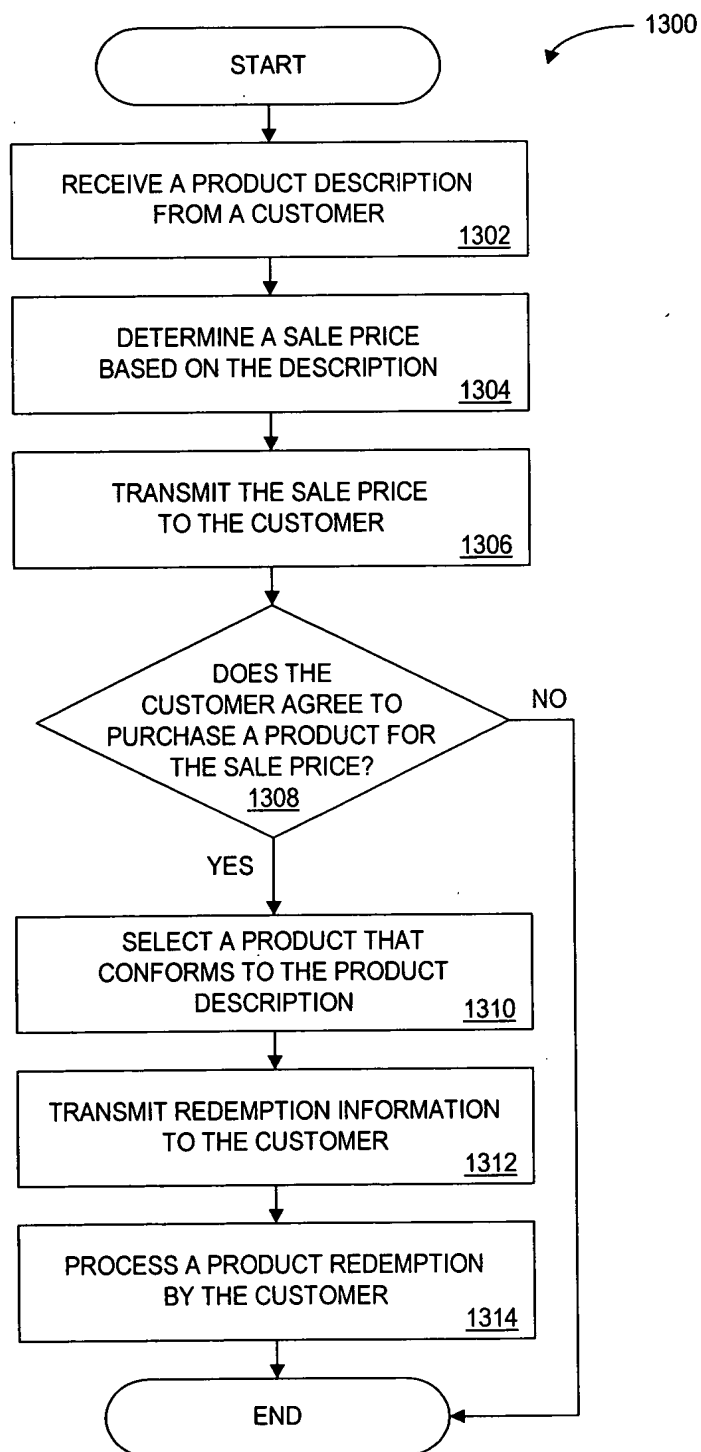


FIG. 13

0012005200550

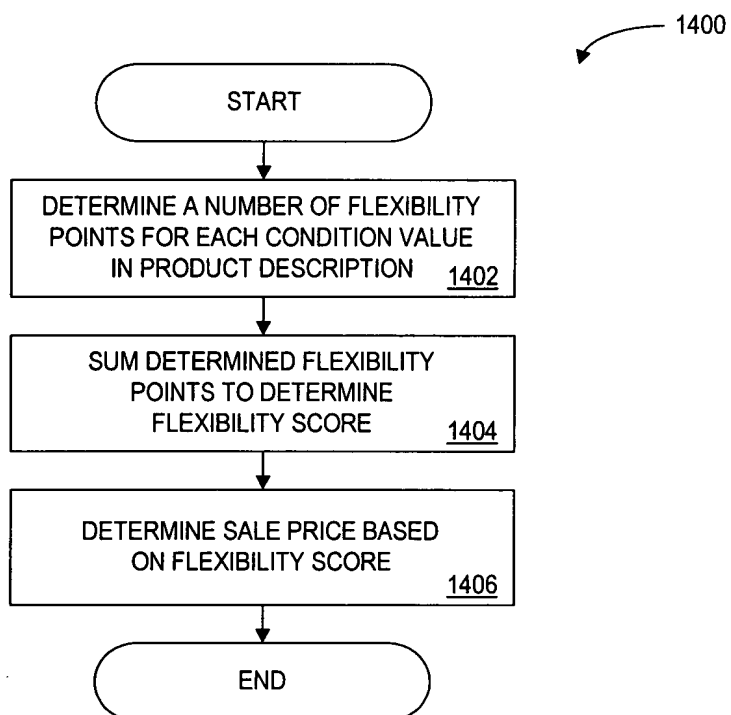


FIG. 14

09540035 03100

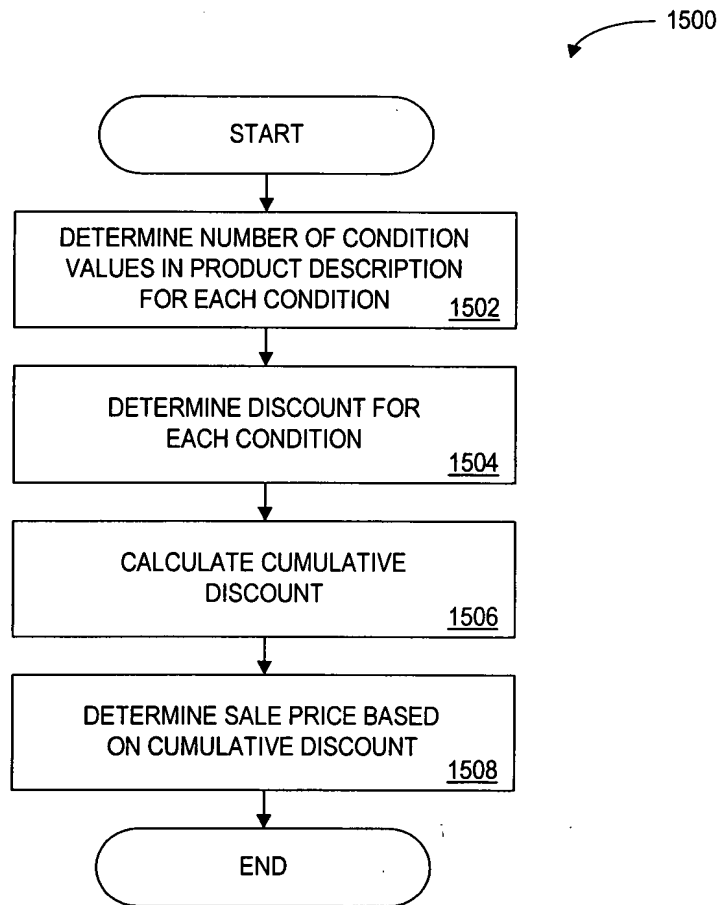


FIG. 15

09540035 1033100
00T E E 0 " S E 004560

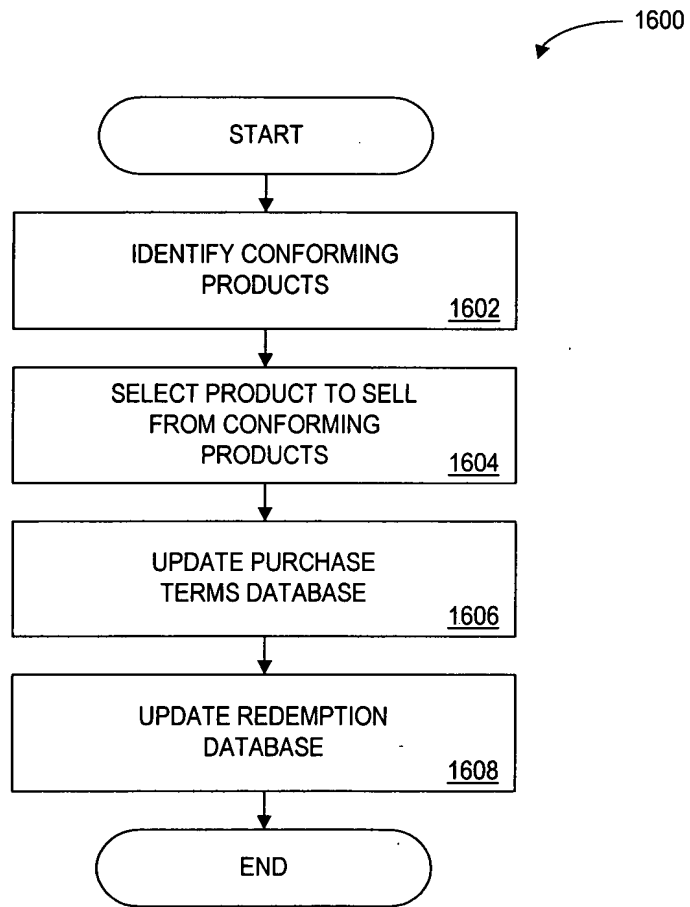


FIG. 16

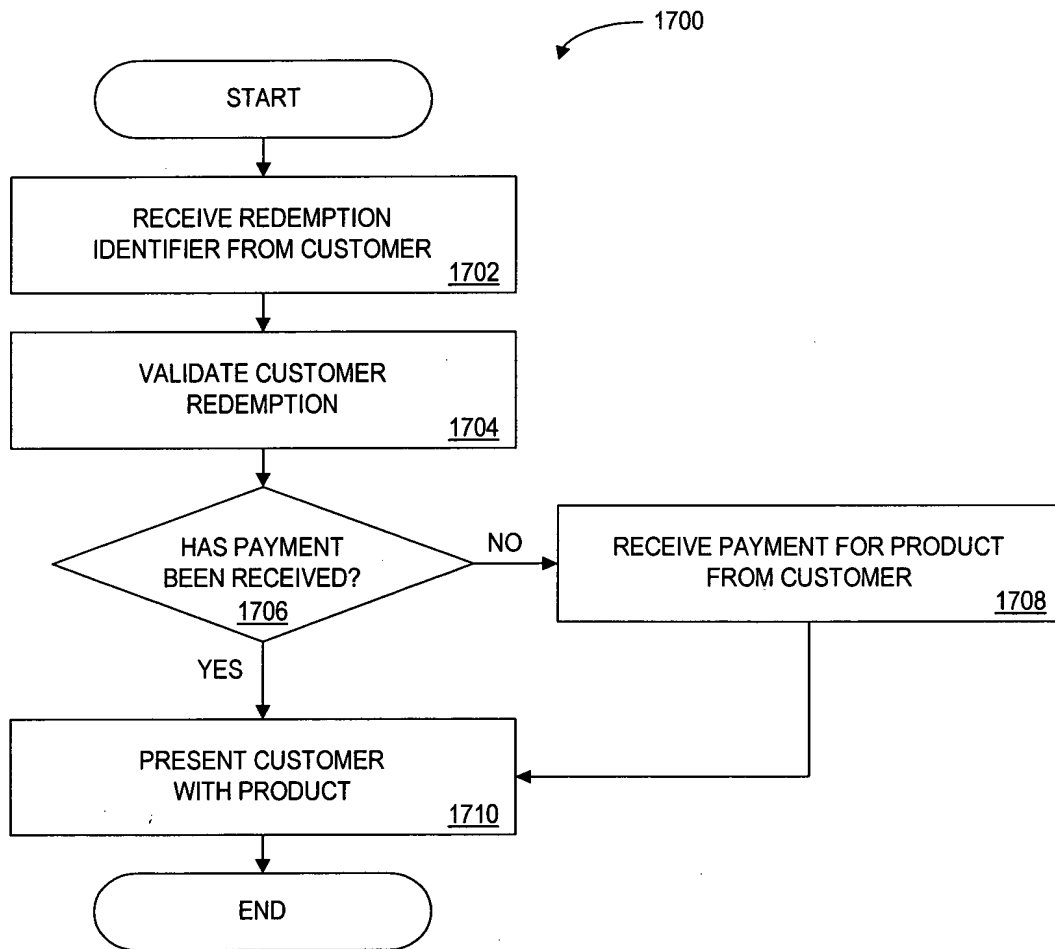


FIG. 17

09540035 1033100

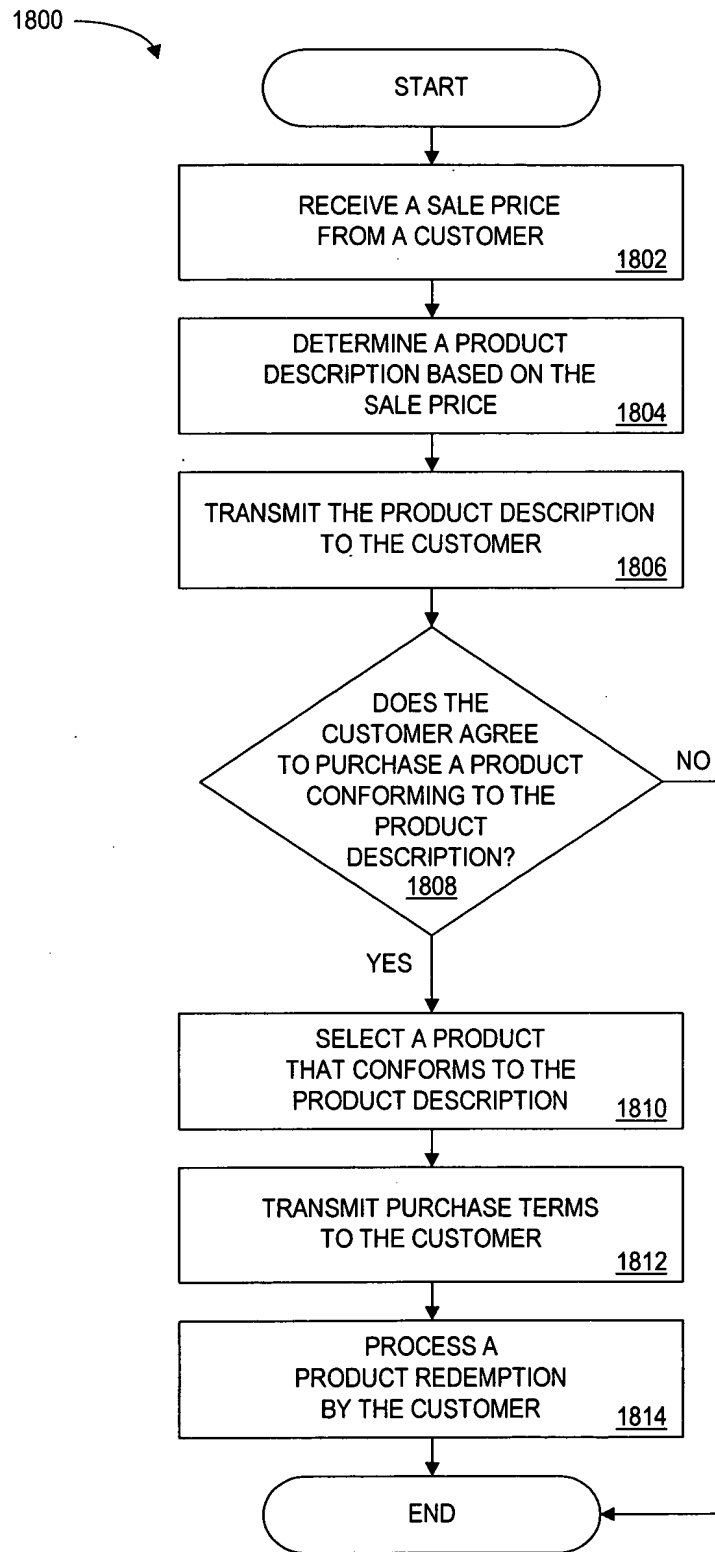


FIG. 18

094003-103400

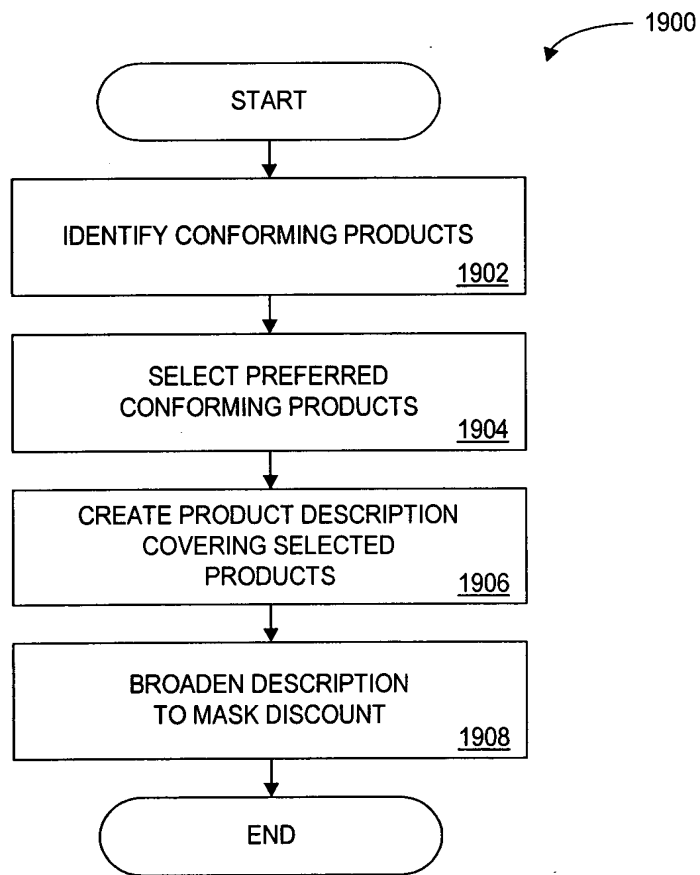


FIG. 19

0940035-039100

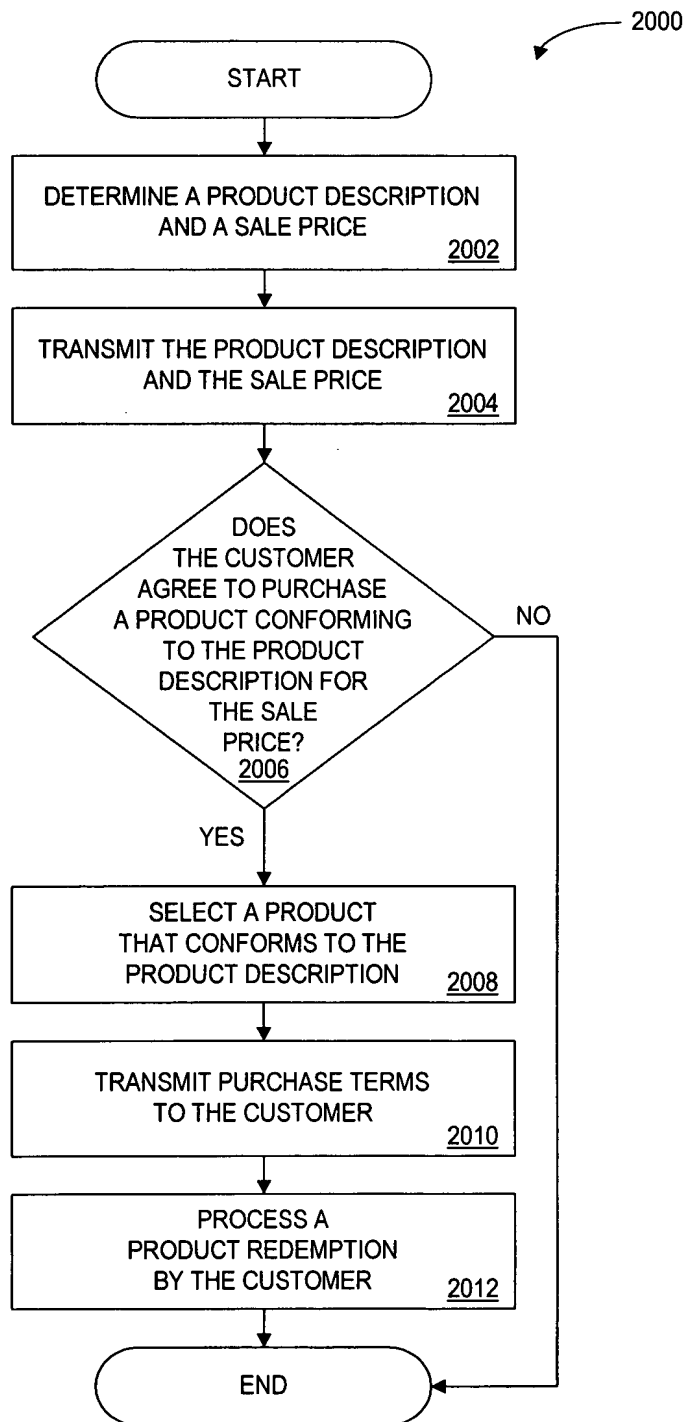


FIG. 20

094035-03100

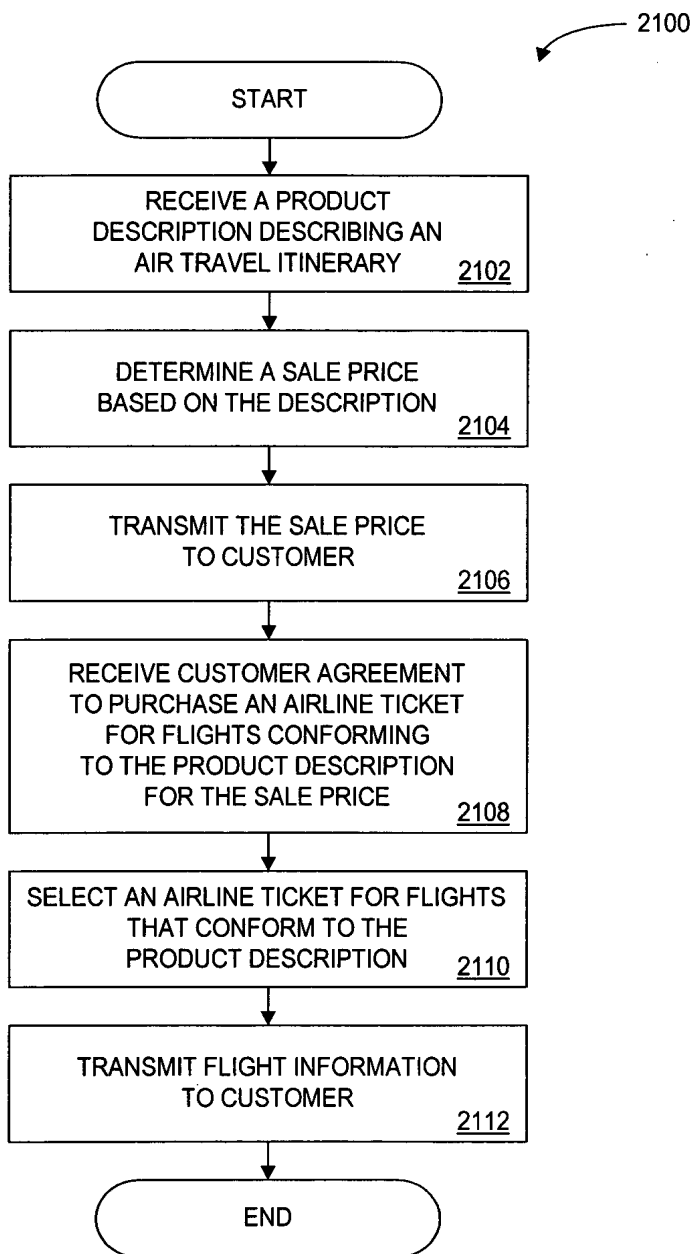


FIG. 21